

KEVIN SPENCE

COLUMBUS, OH | KEVINSPENCE95@GMAIL.COM | [KEVINSPENCE95.GITHUB.IO](https://kevinspence95.github.io)

OBJECTIVE

I'm currently seeking a full-time role related to sourcing, buying, estimating, planning, data analysis, inventory management, or logistics. With over three years of experience in procurement and estimating—focused on both presale proposals and new product development—I've collaborated closely with a variety of disciplines support key business objectives. I also have personal experience with computer aided design and web development. Based in the Columbus, OH area, I'm available to start immediately and eager to take on new challenges. Let's connect!

EDUCATION

B.S Mechanical Engineering - The Ohio State University - 12/2017

SKILLS

Procurement, Estimating, Defining Requirements, Technical Communication, Quantitative Analysis, Cost Avoidance, JavaScript, Git, Excel, Sketch, SolidWorks, Notion

WORK EXPERIENCE

Strategic Sourcing Engineer @ Honeywell Intelligrated - Mason, OH - 01/2018—01/2020

- Helped secure major warehouse automation contracts by implementing sourcing strategies and driving “pre-sale” cost avoidance on a wide variety of buyout systems and equipment. Negotiated/estimated buyout costs for project proposals.
- Worked with concepting engineers and project managers to understand proposed automation systems and develop the technical specifications required to secure accurate quotations for every purchased item. Worked with equipment category managers to facilitate a fair and competitive bidding process.
- Developed strong working relationships with suppliers and supported them throughout the bidding process and early project execution phase. Preliminarily selected suppliers after confirming viability of equipment quoted and considering a multitude of factors.
- From my 2018 performance development summary... *“Kevin has a passion for winning with almost \$1.25M in cost avoidance on the projects he has worked on. Of particular note is the \$95K savings negotiated to secure the win of the 640K Amazon Sites.”*
- Received a “Bronze Award” from the director of strategic sourcing for reporting \$504,000 in pipeline savings for the 2019 fiscal year. *“Kevin certainly gets things done and always delivers.”*

Self-Employment / Career Break – Columbus, OH

- Independent asset management/trading + Music production - 03/2020—06/2021
- Self-taught Front-End Development [KEVINSPENCE95.GITHUB.IO](https://kevinspence95.github.io) - 06/2021—12/2023

New Product Development Procurement Lead @ Vertiv - Westerville, OH - 01/2024-05/2025

- Assigned to multiple product design teams in Vertiv's Thermal business unit where I was responsible for ensuring supply chain health and material readiness for new product launches.
- Engaged with project engineers, commodity managers, and suppliers early in the development process to help inform the design of the units so that manufacturing and cost targets could be met.
- Played a key role in the production transfer of the XDU100A from Vertiv China to Monterrey Mexico as well as the design transfer of the XDU1350 from Vertiv Slovakia for production in Monterrey. In both cases, I worked to localize the supply chains for these CDUs to North America.